

INTELLIGENT AUTOMATION PROCESS HEATMAPS

Learn about specific processes across industries and business units with the highest potential for Intelligent Automation.



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Automated business processes offer a wide range of advantages, including better time and resource management, enhanced team communication, and lower operating costs.

Teams can adapt and respond more quickly to difficulties thanks to a digital workforce that is constantly on call and can expand to suit changing demands.

Using Intelligent Automation (IA) in business operations, such as moving data from one business area to another or presenting it to a consumer, may benefit organizations. These tasks would take much longer and be more error-prone if they weren't automated.

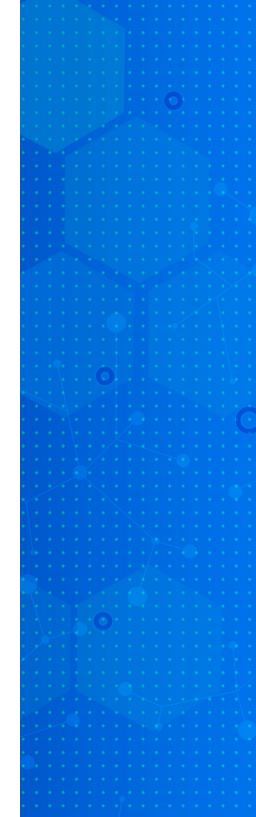
End-to-end process design and creation are supported by IA, allowing for a wide range of adaptable, robust, and contemporary business models. A new wave of creativity may be unleashed when IA is used to augment the human experience, liberating employees from tasks that software robots can perform.

INTELLIGENT AUTOMATION POTENTIAL ACROSS INDUSTRIES

Intelligent Automation offers benefits to a wide range of industries by reducing human intervention, freeing up resources, and increasing operational efficiency. For example, pharmaceutical and life sciences firms can utilize it to cut costs and increase resource efficiencies in manufacturing, while insurance companies can use it to compute payments, forecast rates, and meet regulatory requirements. Highly regulated industries, such as banking, insurance, and healthcare, can expect a 30% to 200% return on investment in the first year of implementing Intelligent Automation.

Software robots are a game-changer across various industries, including government, manufacturing, retail, legal, logistics, and utilities. In today's digital age, automated activities are becoming increasingly common. Although some companies may view Intelligent Automation as expensive, early adopters of process automation have gained a competitive edge, achieving a higher return on investment/enabling 24-hour operation at lower costs.

Intelligent Automation can boost productivity and profitability on all fronts. Software robots are equipped to handle large amounts of complex data from multiple sources. They can gather data from applications, files, and photos, compare them for maximum accuracy, keep track of occurrences, and provide customized reports.



babybots

PROCESS HEATMAPS BY INDUSTRY

SOFTWARE ROBOTS ARE RESHAPING BUSINESSES WORLDWIDE AND BECOMING THE STANDARD IN MANY SECTORS.

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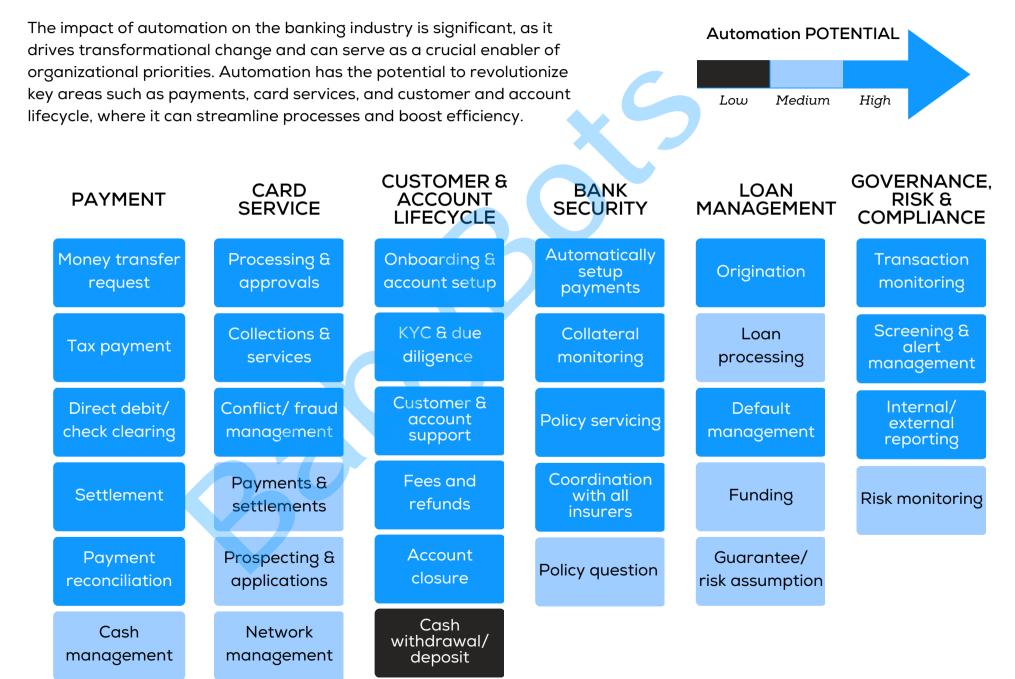
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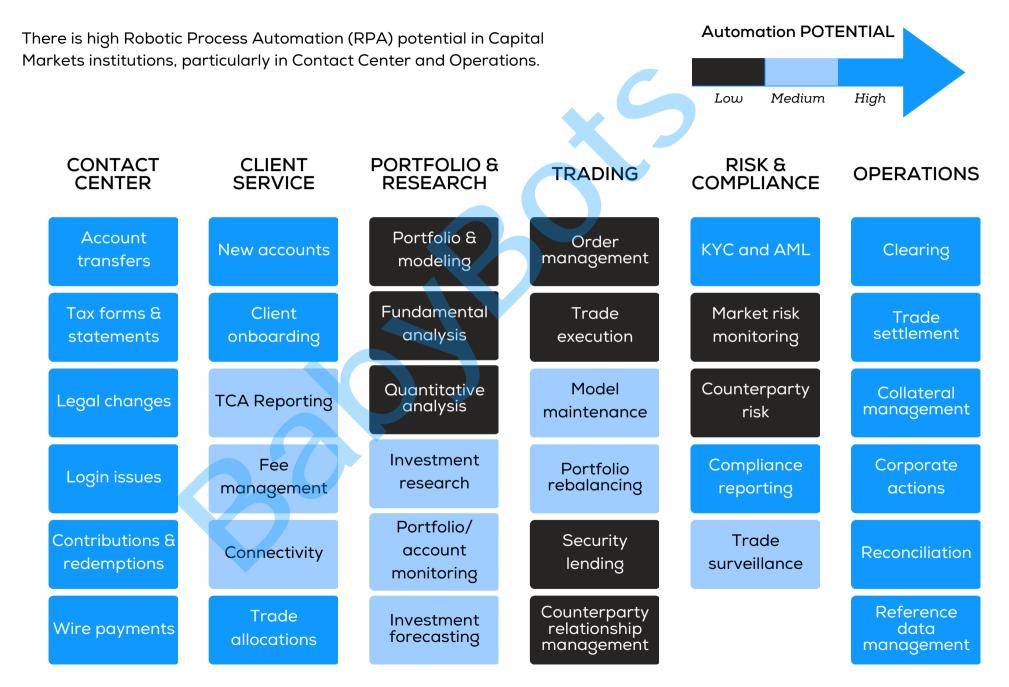
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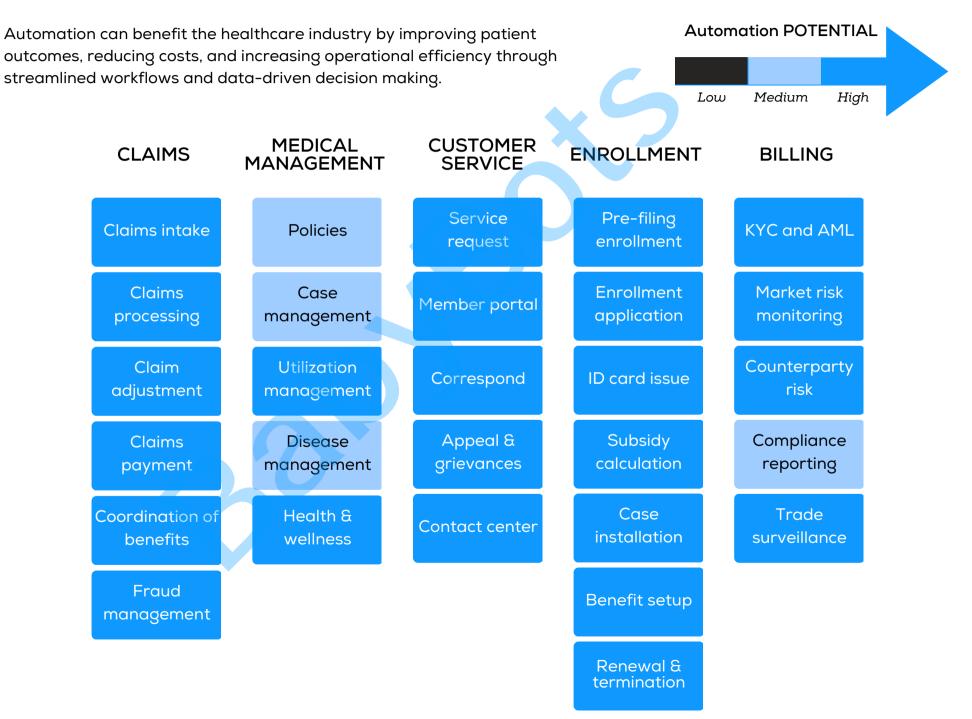
BANKING | CONSUMER BANKING



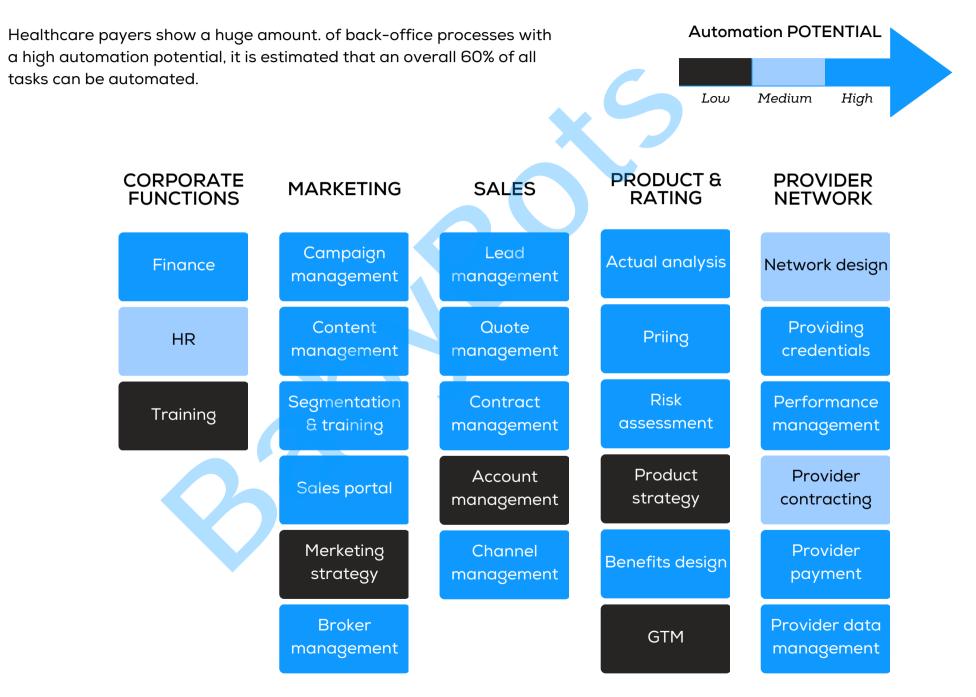
BANKING | CAPITAL MARKETS



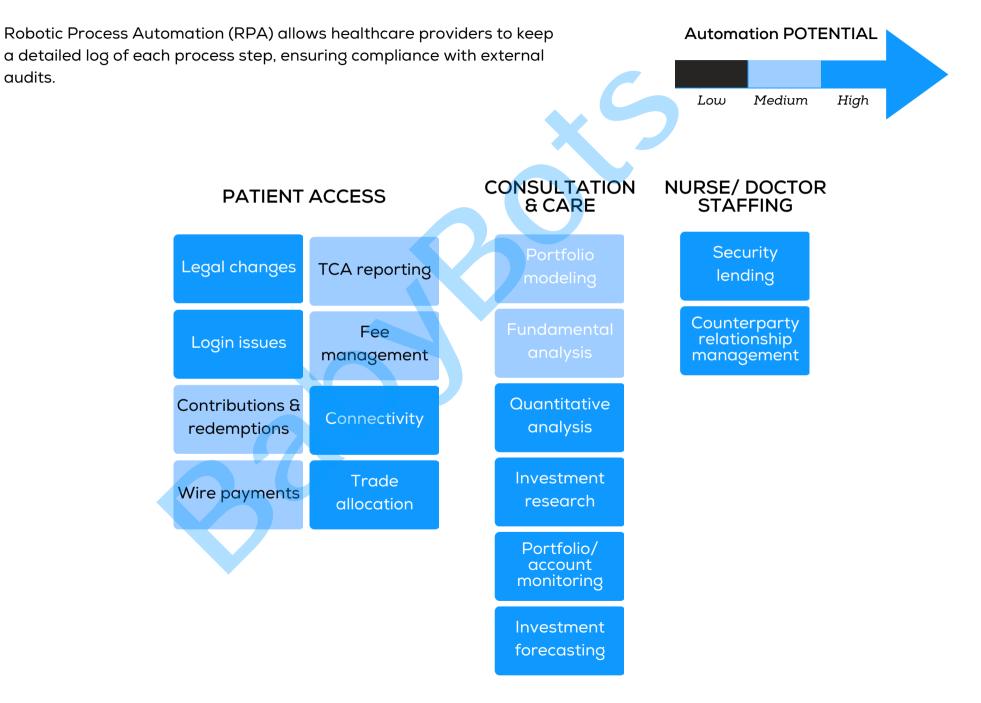
HEALTHCARE | PAYER SERVICE



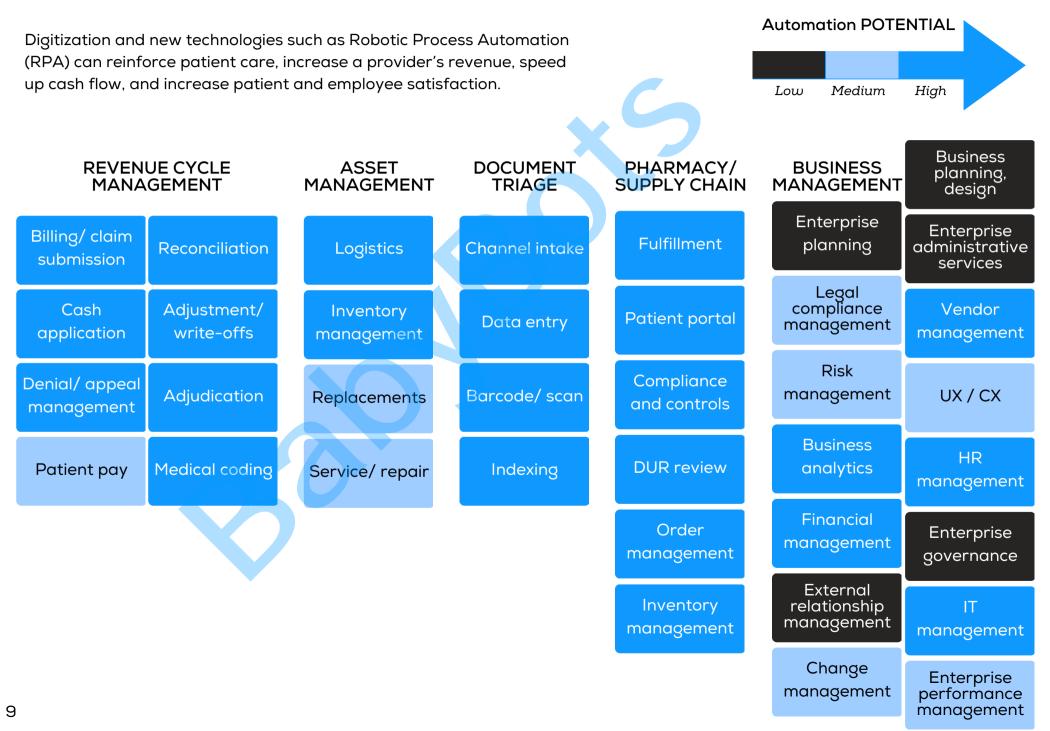
HEALTHCARE | PAYER SUPPORT



HEALTHCARE | PROVIDER



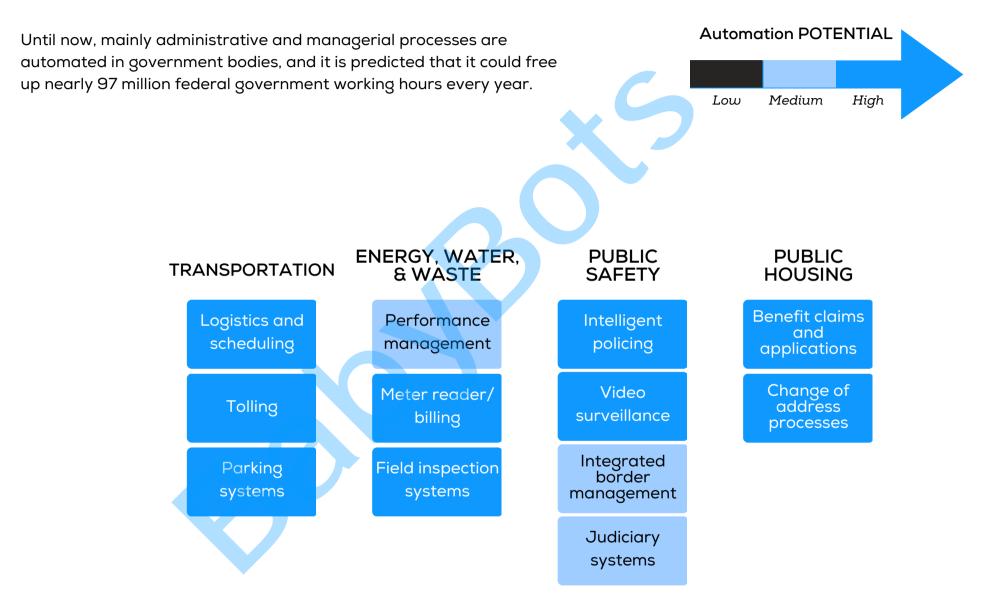
HEALTHCARE | PROVIDER SUPPORT



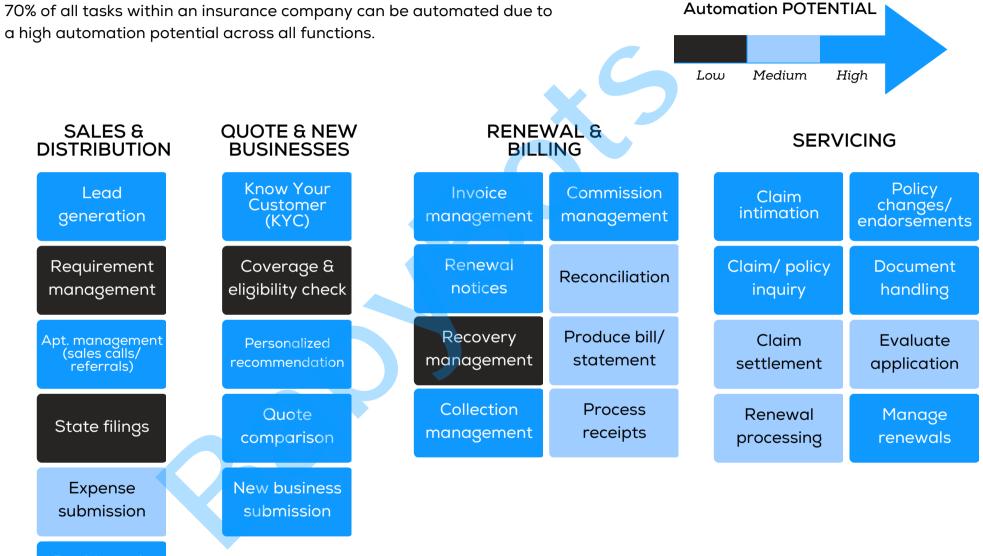
PUBLIC SECTOR

Automation POTENTIAL Until now, mainly administrative and managerial processes are automated in government bodies, and it is predicted that it could free up nearly 97 million federal government working hours every year. Low Medium High **HEALTH &** GOVERNMENT PUBLIC UTILITIES/ **EDUCATION** HUMAN WORKS & CULTURE **ADMINISTRATION SERVICES** Security, Portfolio & Order compliance, & New accounts modeling management governance **Fundamental** Tax and Client Trade analysis finance onboarding execution Quantitative Model Data validation TCA Reporting analysis maintenance Investment Licensing and Fee Portfolio research permitting rebalancing management Portfolio/ Budget and Security account Connectivity planning lending monitoring Counterparty Government Investment relationship forecasting service center management

PUBLIC SECTOR (continued)

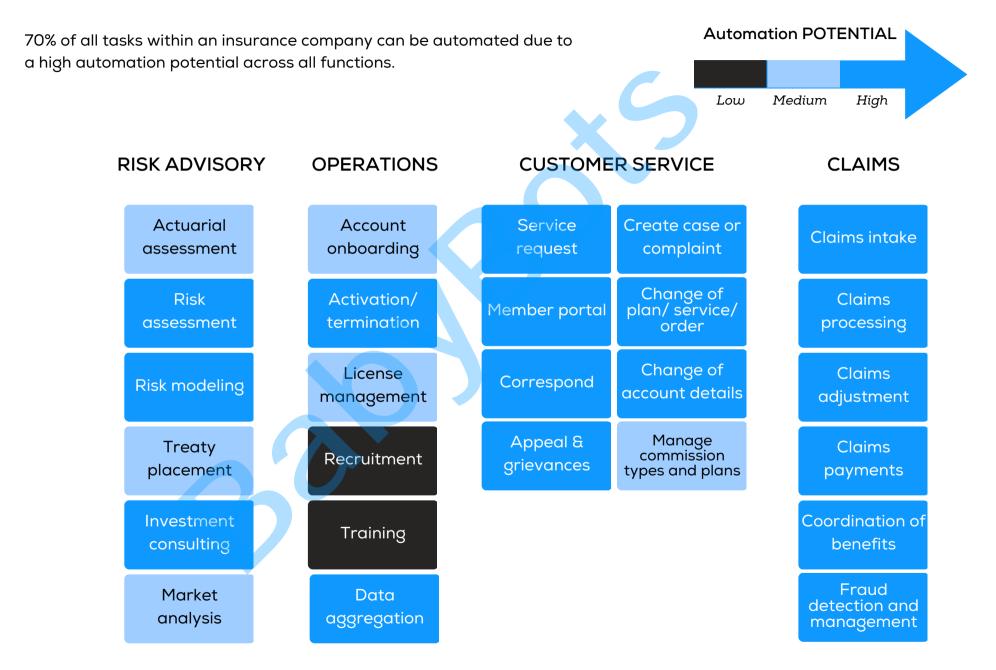


INSURANCE



Dashboards reporting

INSURANCE (continued)

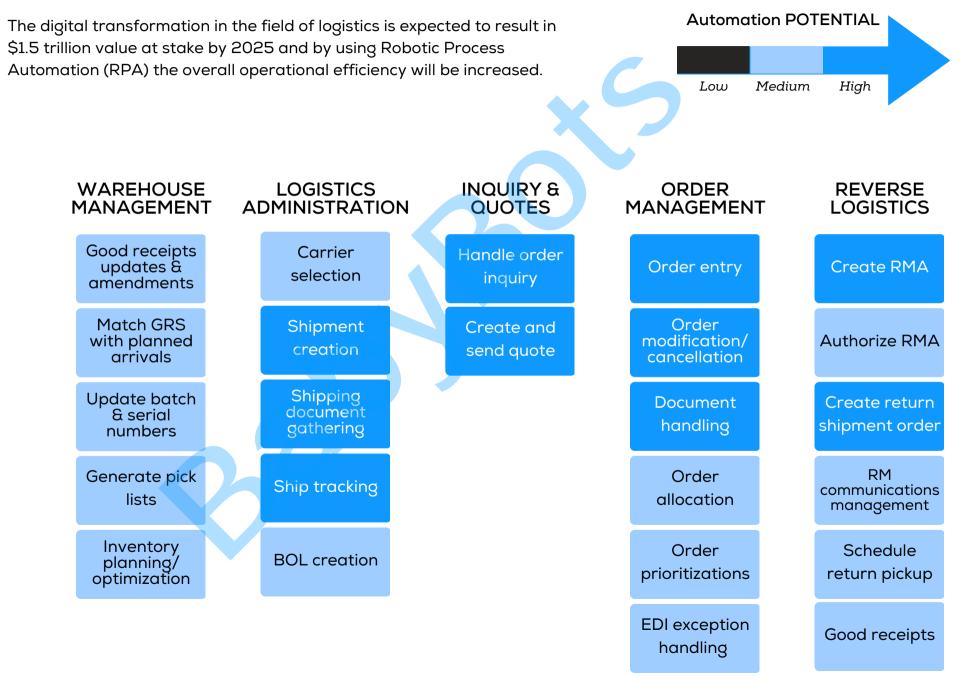


processing

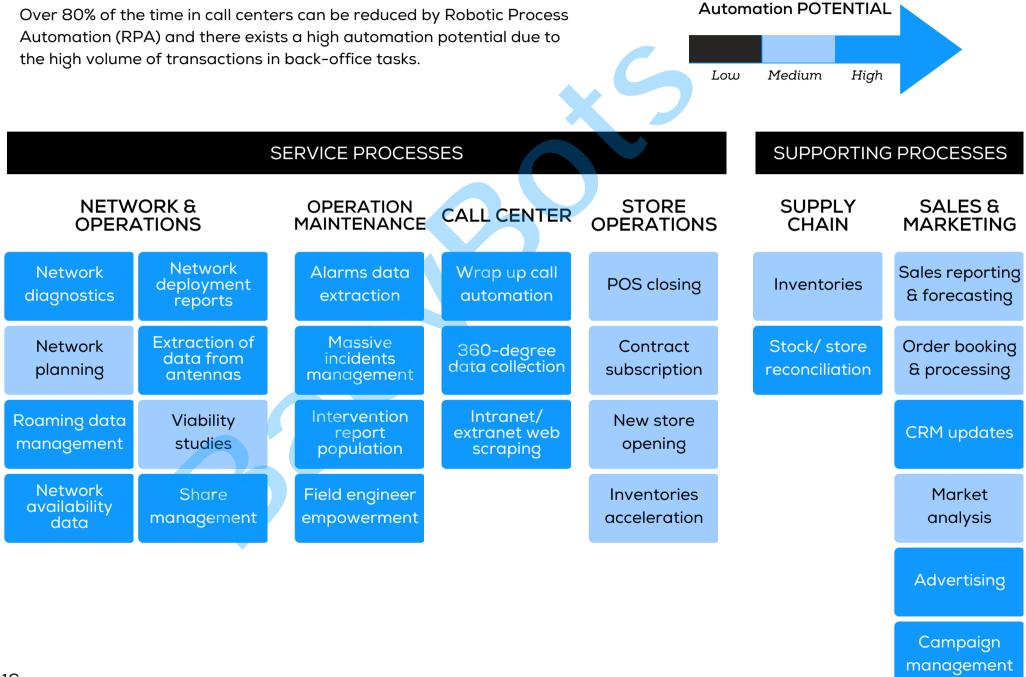
RETAIL

Online sales are expected to double in the next few years and the retail Automation POTENTIAL industry is one of the most prominent and growth oriented sectors where Robotic Process Automation (RPA) can boost productivity and efficiency. Low Medium High LOGISTICS & **BUSINESS FINANCE AND CUSTOMER** SUPPLY CHAIN **PLANNING ANALYTICS** ACCOUNTING SUPPORT MANAGEMENT In-store Trade Inventory level Customer Forecasting Billing monitoring planning promotions quidance Inventory Predictive Order payment **Price changes** Shipment Churn rate management analysis notification Customer Invoice Product Order status Marketing Delivery behavior processing introductions notification tracking planning analysis Account Trade Campaign Reverse User queries Sales analytics reconciliation promotions analysis shipment and feedback Product Stock Real time Procure to pay categorization replenishment updates New product Claims and Reporting refunds introduction Returns

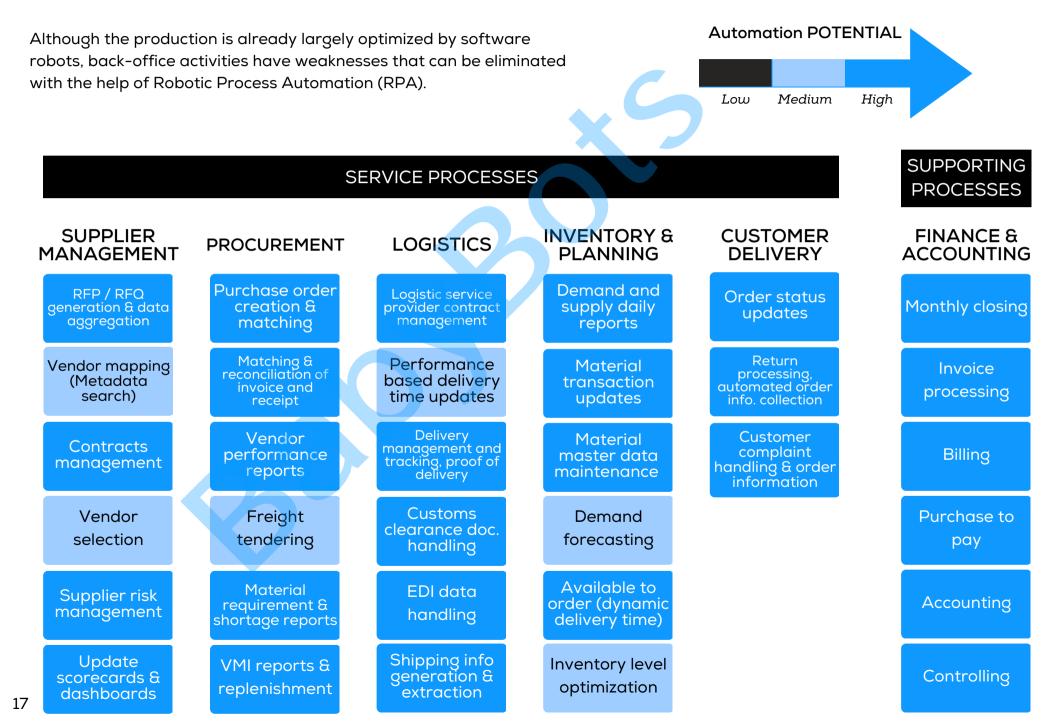
LOGISTICS & TRANSPORTATION



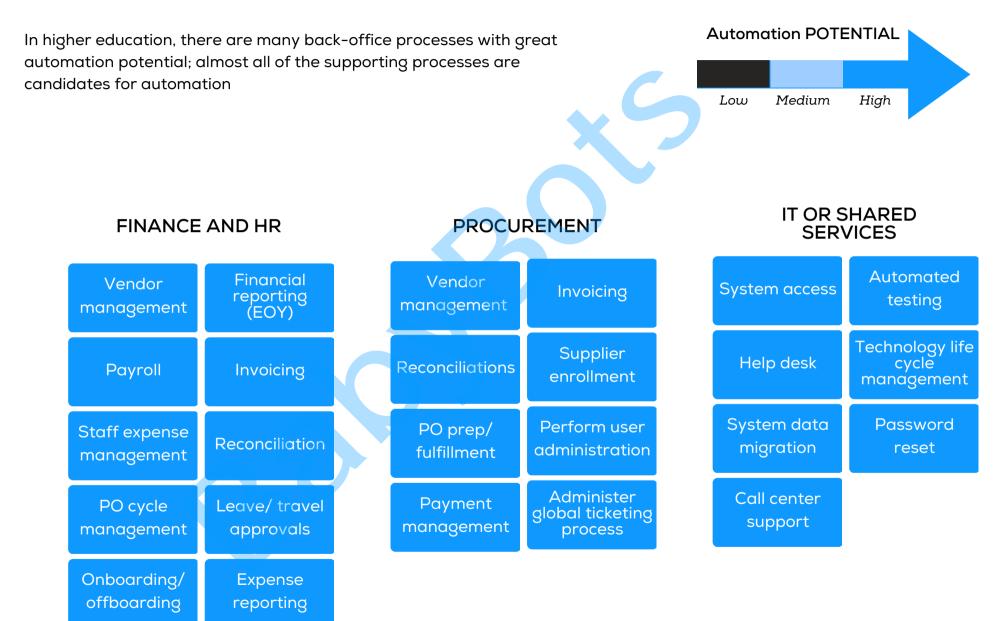
TELECOMMUNICATIONS



MANUFACTURING



HIGHER EDUCATION | SUPPORTING



High

Automation POTENTIAL

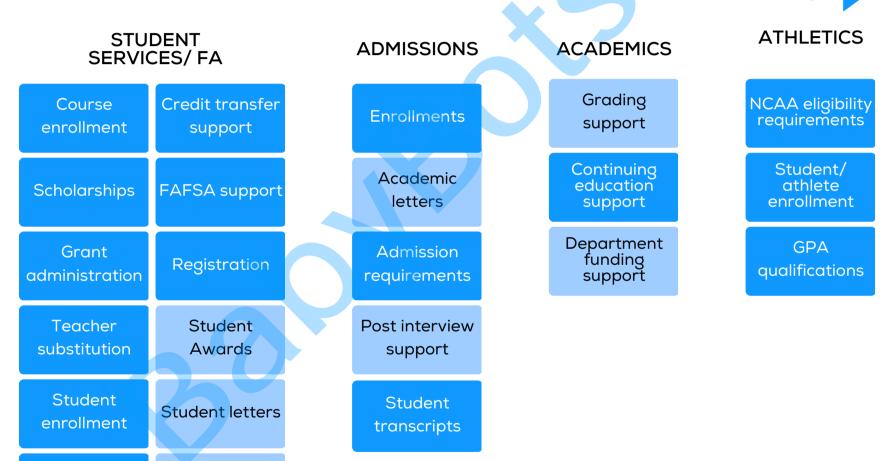
Medium

Low

HIGHER EDUCATION | SERVICE

Universities may reap significant benefits from Robotic Process Automation (RPA) in student-facing services, resulting in improved service quality and higher student satisfaction.

> Alumni relations



Attendance management

Grades

processing

INTELLIGENT AUTOMATION POTENTIAL ACROSS BUSINESS UNITS

Regardless of the industry, Intelligent Automation can be implemented by various departments within a company. This can lead to faster and better delivery of products and services, as well as prompt responses to customer inquiries, resulting in an enhanced customer experience and a competitive edge for the company.

The front office of a company is mainly responsible for generating sales and profits and handling client-facing duties. On the other hand, back-office operations, such as data collection, operational decisions, and strategy discussions, determine what clients see. The primary objective of the back-office functions is to plan, monitor, and improve the current business operations.

For a company to succeed, both the front and back-office operations must be efficient enough to enable employees to focus on highvalue and innovative tasks while automating the low-value and time-consuming ones that drain their time. To transform a workplace, it takes more than just new technology. A technologically advanced system enables an efficient and flexible front and back office, resulting in continuous innovation and resilience. Automation provides immediate access to business insights and information, benefiting both employers and workers.

Intelligent Automation helps enhance production and quality by allowing software robots to manage obstacles quickly, leading to long-term outcomes. Automation can address operational challenges in the front and back offices, and artificial intelligence is utilized to drive decision-making and offer a uniform approach to repeated operations.

Automating systems and processes can boost production speed, ensure accuracy through data analysis, and decrease risk without sacrificing quality or burdening existing staff. In summary, Intelligent Automation is a valuable tool for businesses to increase productivity while maintaining quality and improving the workplace.



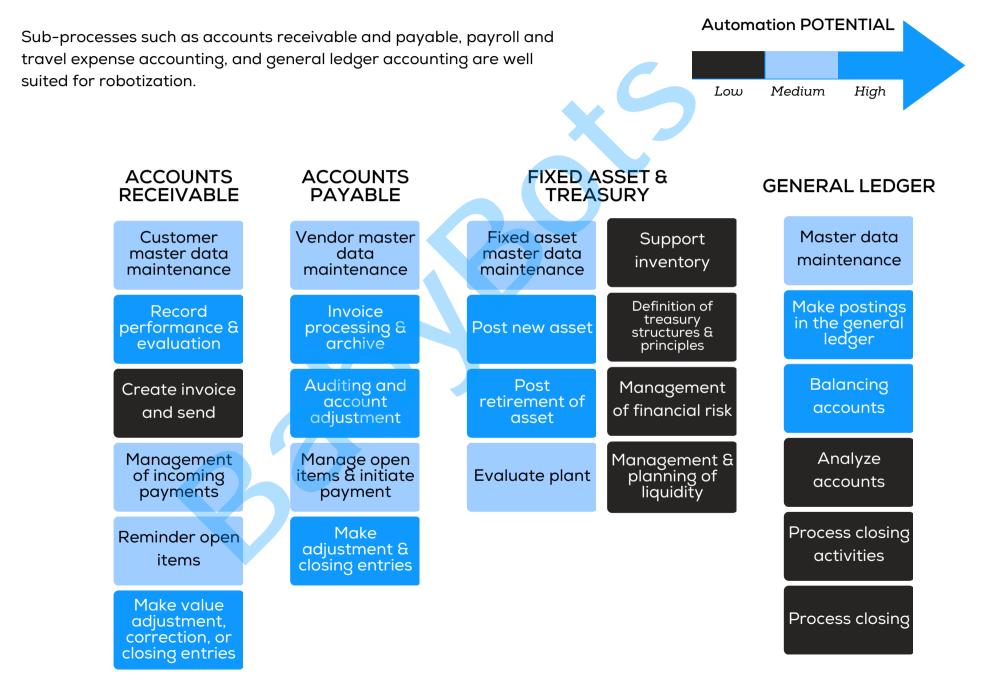


babybots PROCESS HEATMAP BY BUSINESS UNIT

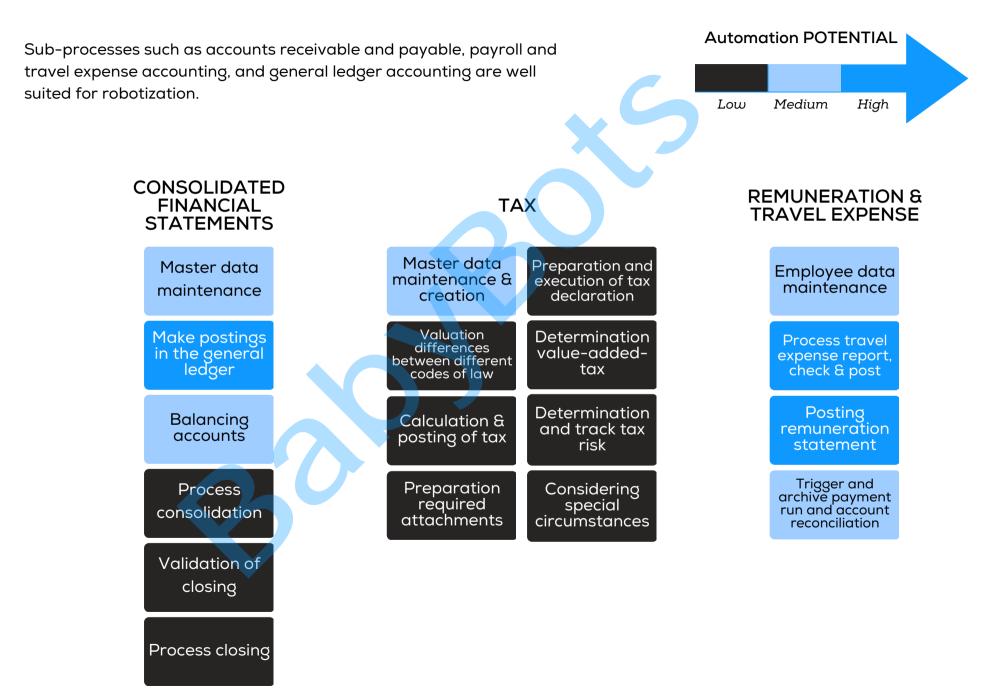
Robotic Process Automation (RPA) increases the business unit's efficiency by inspiring people to learn and engage in more important tasks.

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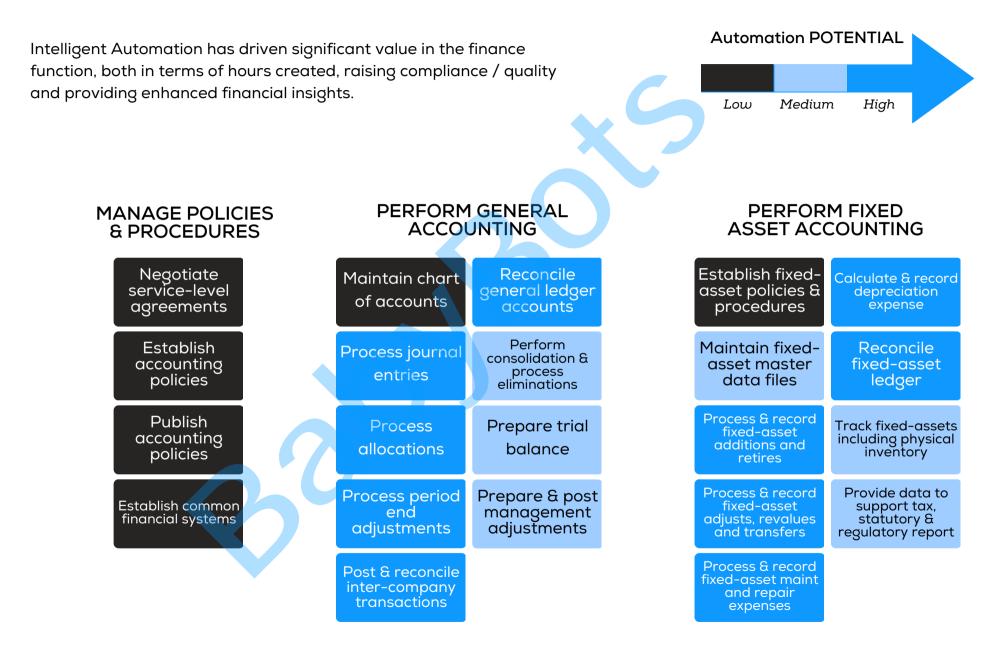
FINANCE & ACCOUNTING



FINANCE & ACCOUNTING (continued)

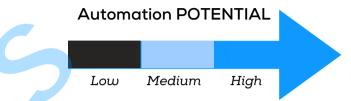


F&A | GENERAL ACCOUNTING



F&A | GENERAL ACCOUNTING (continued)

Intelligent Automation has driven significant value in the finance function, both in terms of hours created, raising compliance / quality and providing enhanced financial insights.



PERFORM FINANCE REPORTING

Prepare business unit financials

Prepare consolidated financials

Perform BU reporting / review management reports

Perform

consolidated

reporting of cost management

reports

Is shareholder reports

Product regulatory reports

Prepare

statements for

board review

Produce annual

filings &

Perform legal & management consolidation

CAPITAL PROJECT ACCOUNTING

Create project account codes

Record project-related transactions completed capital projects Monitor and track

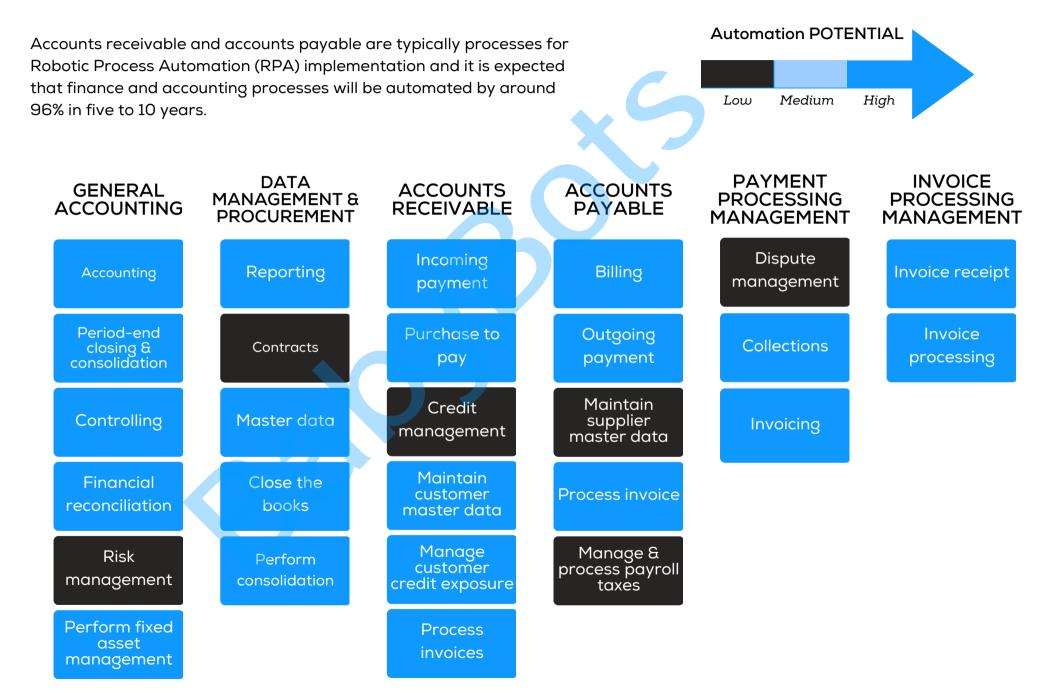
Measure financial

returns on

capital projects and budget spend

Close / capitalize projects

F&A | AR & AP



F&A | RECORD TO REPORT AND FIXED TAXES

Processes in the field of general accounting and reporting are ideal for automation since they tend to be repeatable and rules-based.

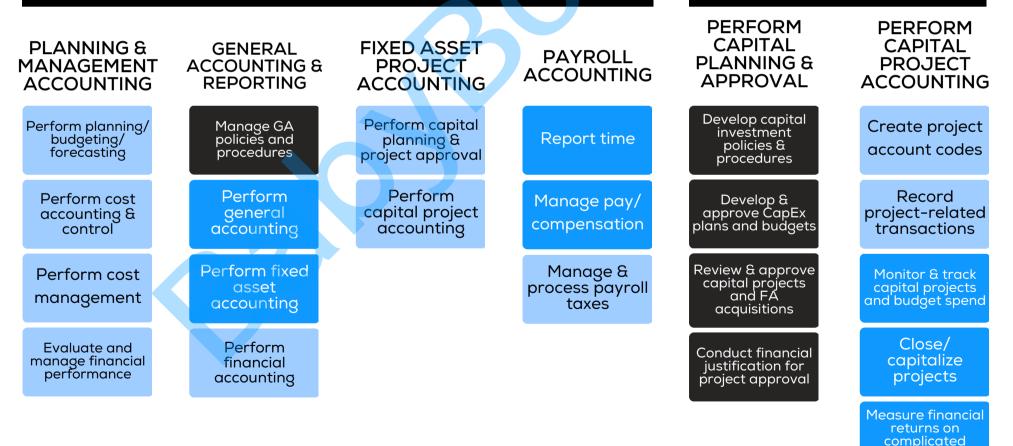
Low Medium High

Automation POTENTIAL

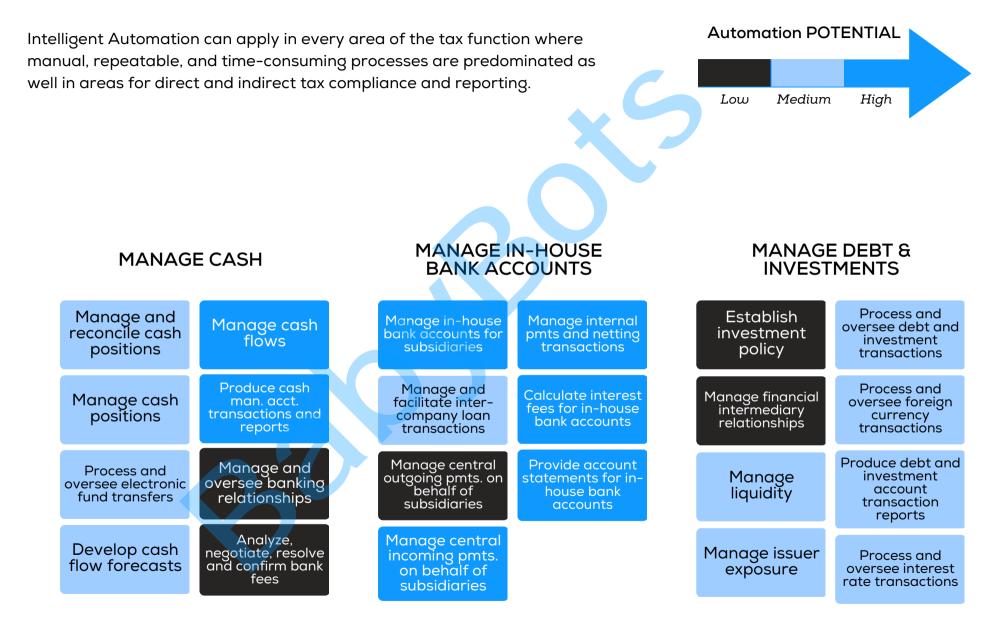
FIXED TAXES

capital projects

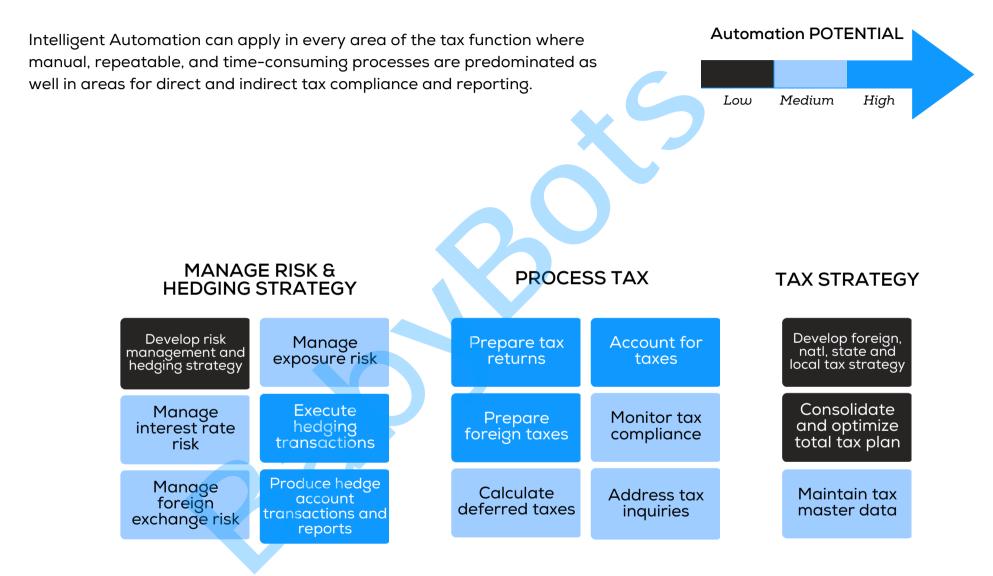
RECORD TO REPORT



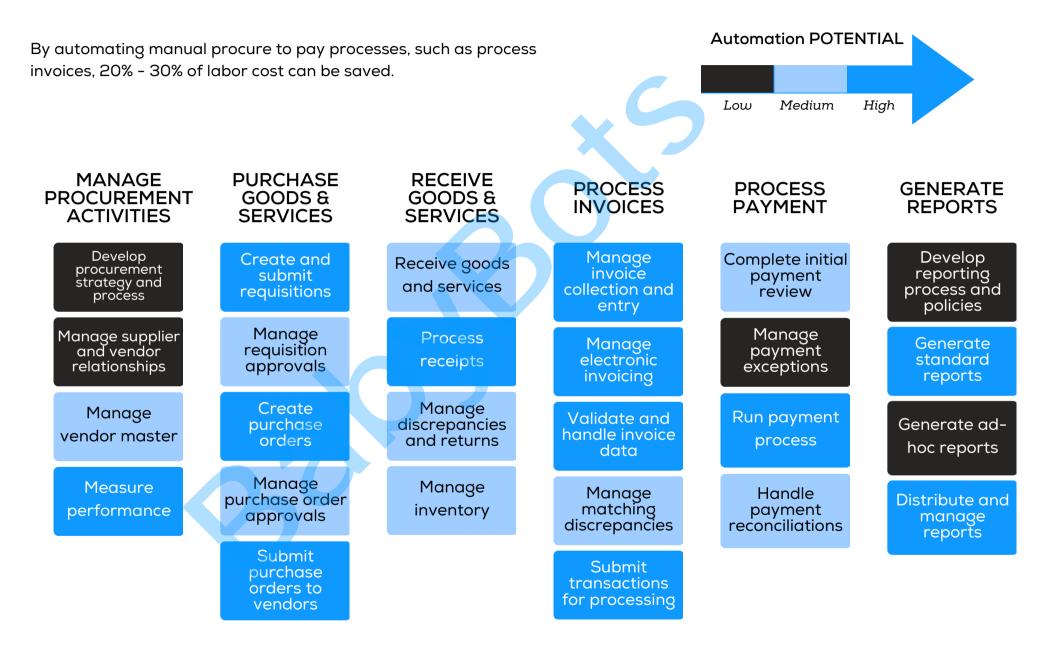
F&A | TREASURY & TAXES



F&A | TREASURY & TAXES (continued)

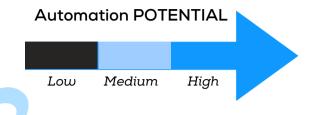


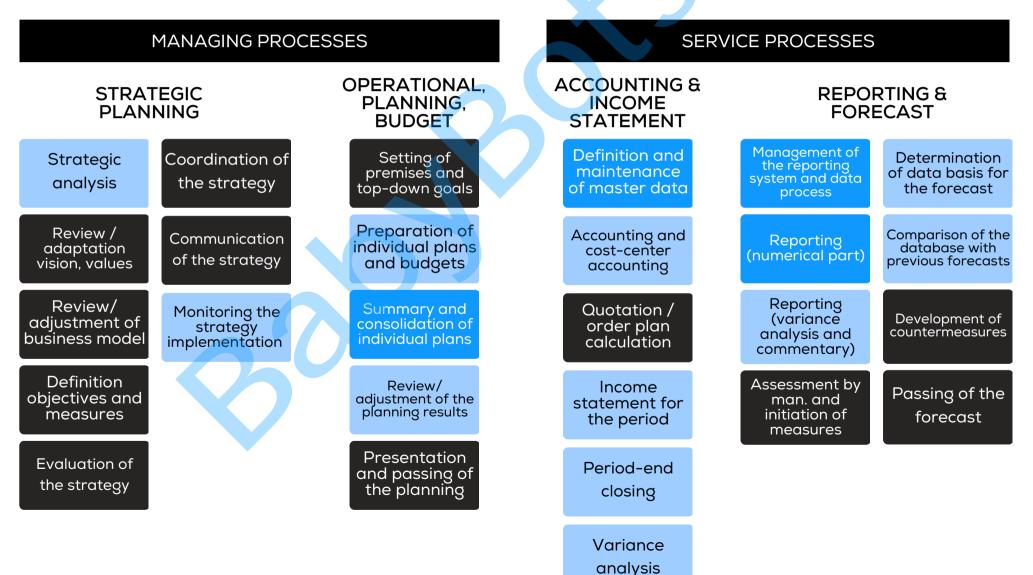
F&A | PROCURE TO PAY



CONTROLLING

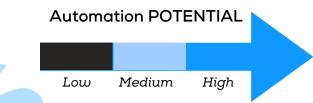
Processes in the area of reporting show high automation potential with Robotic Process Automation (RPA) because they exist in nearly every organization and are mostly standardized.

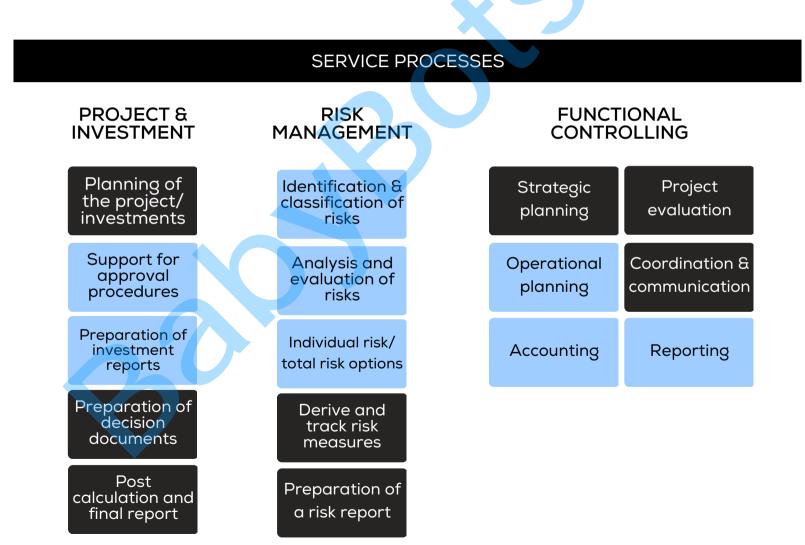




CONTROLLING (continued)

Processes in the area of reporting show high automation potential with Robotic Process Automation (RPA) because they exist in nearly every organization and are mostly standardized.



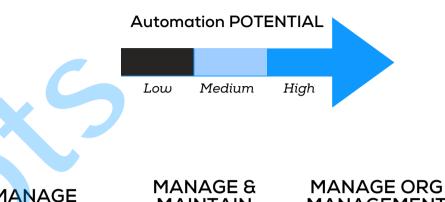


HUMAN RESOURCES | HIRE TO MANAGE

CREATE HR

Because of its improved efficiency and faster return on investment, Robotic Process Automation (RPA) has the potential to transform the HR sector as a whole.

offer

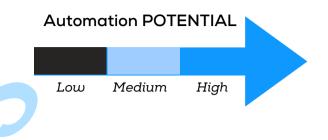


STRATEGY & PROCESSES	RECRUIT & ONBOARD EMPLOYEES		MANAGE REFERENCES	MAINTAIN EMPLOYEE DATA	MANAGE ORG MANAGEMENT DATA
Develop HR strategy, processes, & policy	Create & post job descriptions	Onboard new hires	Review reference request of qualified certificates	Request from HR for completeness of information	Plan organization hierarchy
ldentify staffing needs	Source candidates	Set up new hires in systems	Generate and issue employment statements	Request employee for missing documents	Create new org structure in test system & send for verification
Develop hiring plans	Screen candidates	Manage probation	Manage references communications	Trigger change and update HR system and inform other teams	Verify new org data and structure with business
Manage hiring plans	Select candidates	Create & manage reports		File copy of employee document in e-file	Activate changes and inform the requestor
Develop engagement strategy	Manage preemployment verification				
Define & nurture culture	Develop & extend				

HUMAN RESOURCES **MANAGE TO ENGAGE**

HR departments can be certain that their activities will be performed on time and accurately thanks to having software robots running in the background.

MANAGE



TRAIN & DEVELOP EMPLOYEES	MANAGE EMPLOYEE PERFORMANCE		NSATE & MPLOYEES		
Develop training strategy, processes, policies	Develop performance man. strategy & policies	Develop comp. & reward strategy, process & policies	Generate e-signed letters, send letters to HR	MANAGE EMPLOYEE MOVEMENTS	MANAGE LIFETIME EVENTS & SPECIAL REQUESTS
Design learning content	Manage employee performance	Benchmark compensation against industry standards	Manage benefits admission	Manage employee deployment/ relocation	Receive request from employee and validate eligibility
Review training materials	Manage worker career dev./ transfer action in HR system	Develop compensation model	Manage rewards & recognition	Transfer action in HR system	Prepare certificate and send to employee
Manage new hire orientation, training	Manage compliance	Employee list generation eligible promotion/ rewards	Create & manage reports	Compensation change in HR system	Send HR request if certificate required in specific format
Develop & train existing employees	Manage time & attendance	Manage payout calculations	Finalize bonus, incentive payouts	Create & manage reports	Create & manage reports

Develop and mang. training reports to be linked to employee performance reports

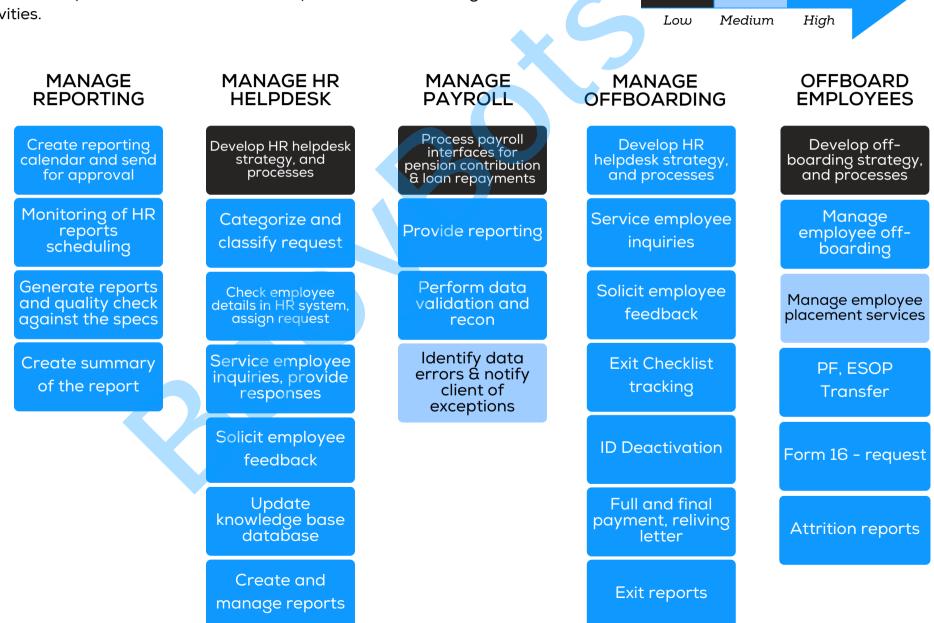
Evaluate/ update

training materials

Automation POTENTIAL

HUMAN RESOURCES | ENGAGE TO RETIRE

As a result of automation, a significant amount of HR time and resources may be redirected toward more productive and strategic activities.



SUPPLY CHAIN MANAGEMENT | PLAN

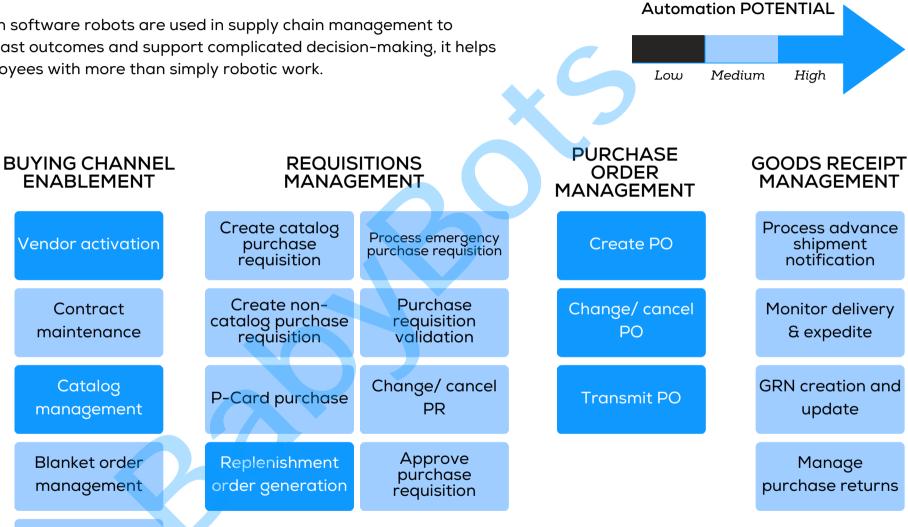
Automating the supply chain processes enables businesses to boost order volume, improve order fulfillment accuracy, and reduce shipment delays.

Automation POTENTIAL Low Medium High SALES & SUPPLIER SALES DEMAND **OPERATIONS** FORECASTING PLANNING PLANNING RECONCILIATION Gather data for Gather data and Download data. Pull data run forecast error customer plan, together run reports external inputs reports Apply convert Run financial Analyze trends Analyze demand formát in excel modeling for analysis Data prep, Work bench Demand **Report forecasts** partner data, variation analysis analysis external inputs Data Update customer **Review capacity** aggregation, consolidation service levels Adjust & finalize **Review schedule** the plan

Report & communicate preference

SUPPLY CHAIN MANAGEMENT | SOURCE

When software robots are used in supply chain management to forecast outcomes and support complicated decision-making, it helps employees with more than simply robotic work.



Framework order management

P-Card user management

SUPPLY CHAIN MANAGEMENT | MAKE

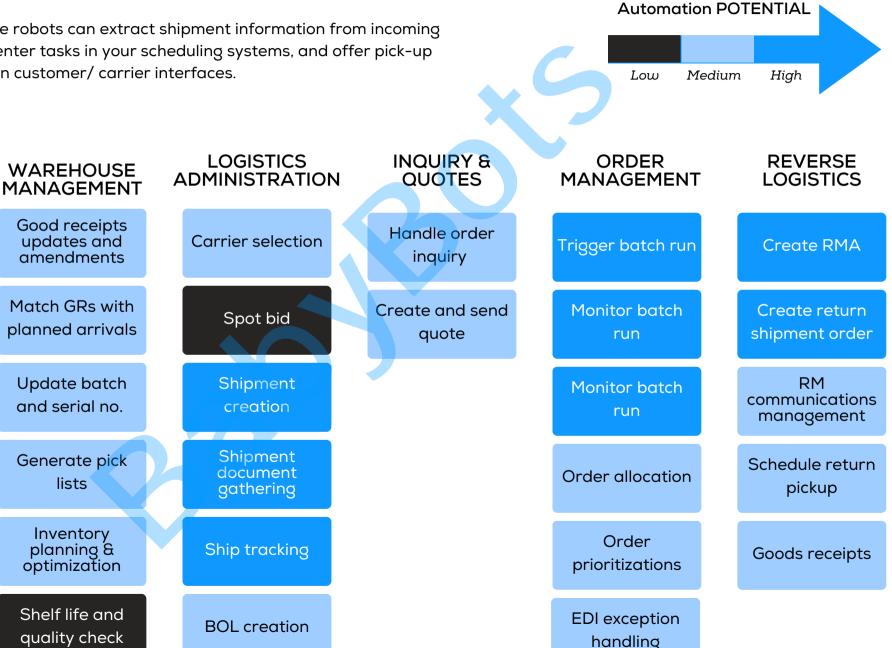
While automation can greatly improve many supply chain management processes, software robots can never replace a human mind when it comes to the creative side of making a product.

Automation POTENTIAL Low Medium High

FINALIZE DESIGN		CREATE CAPACITY	PILOT TESTING	PERFORM MASS PRODUCTION	QUALITY CHECK
Ideation	Design publication	Capacity estimation	Create batch production schedule	Trigger batch run	Sample selection
Blue printing	Design validation	Resource alignment	Maintain schedule	Monitor batch run	Batch validation
Draft preparation	Design appropriation	Platform installation	Maintain inventory		Sample testing
Resource alignment	POC testing	Platform testing			Test log updates
		Pilot testing			Certification
		Perform QC			
20		Perform design adjustments			

SUPPLY CHAIN MANAGEMENT | DELIVER

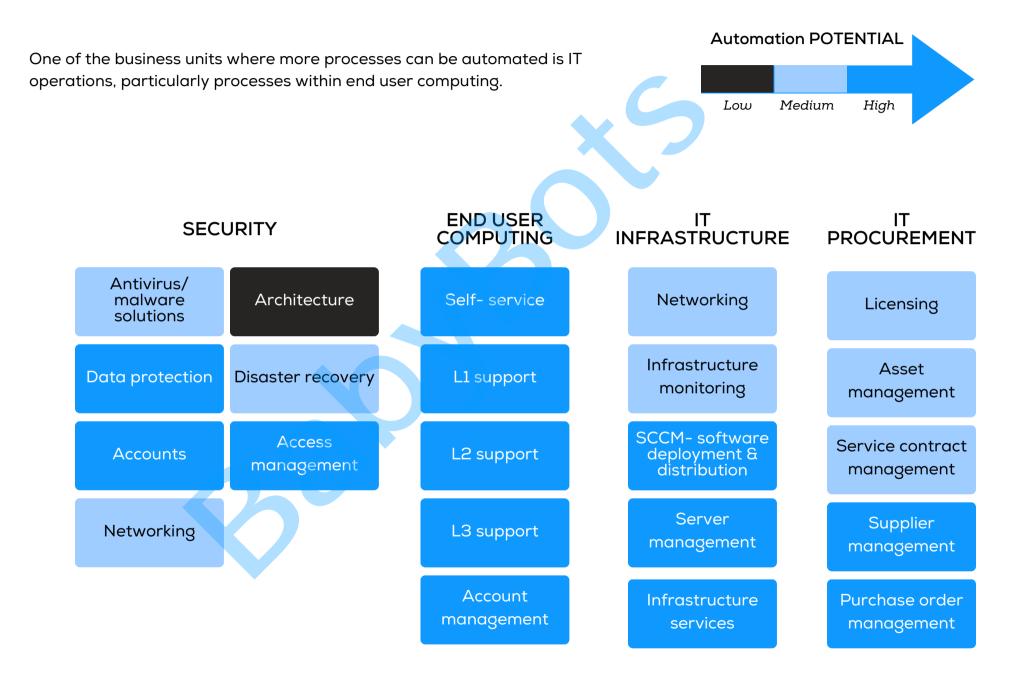
Software robots can extract shipment information from incoming emails, enter tasks in your scheduling systems, and offer pick-up timings in customer/ carrier interfaces.



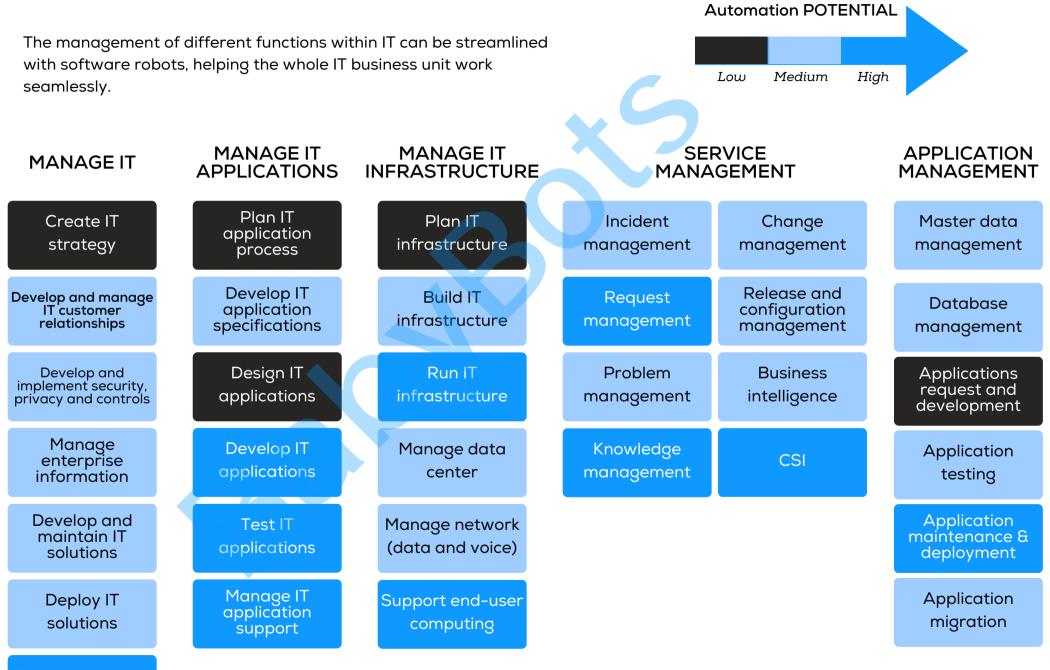
SUPPLY CHAIN MANAGEMENT | AFTER MARKET

Automation POTENTIAL The digital capabilities of Robotic Process Automation (RPA) are significant in the performance of strong and successful supply chains, and it is a key contributor to their digitalization. Low Medium High SERVICE SERVICE LOGISTICS FIELD SERVICES REVERSE CONTRACT CONTRACT **ADMINISTRATION** SUPPORT LOGISTICS MANAGEMENT MANAGEMENT Perform Create service **Query** receipt Spare parts Field service work order and validation registration contract order creation management Query analyzation & Claim pre-Configure Engineer Distribution authorization entitlement allocation research check management Claim receipt Configure Work order Query resolution validation and contract in ERP update authorization Resolution Query Work order Update contract management communication closure Extended Escalation Work order Cancel contract warranty management tracking management Service order Manage renewal creation

IT OPERATIONS

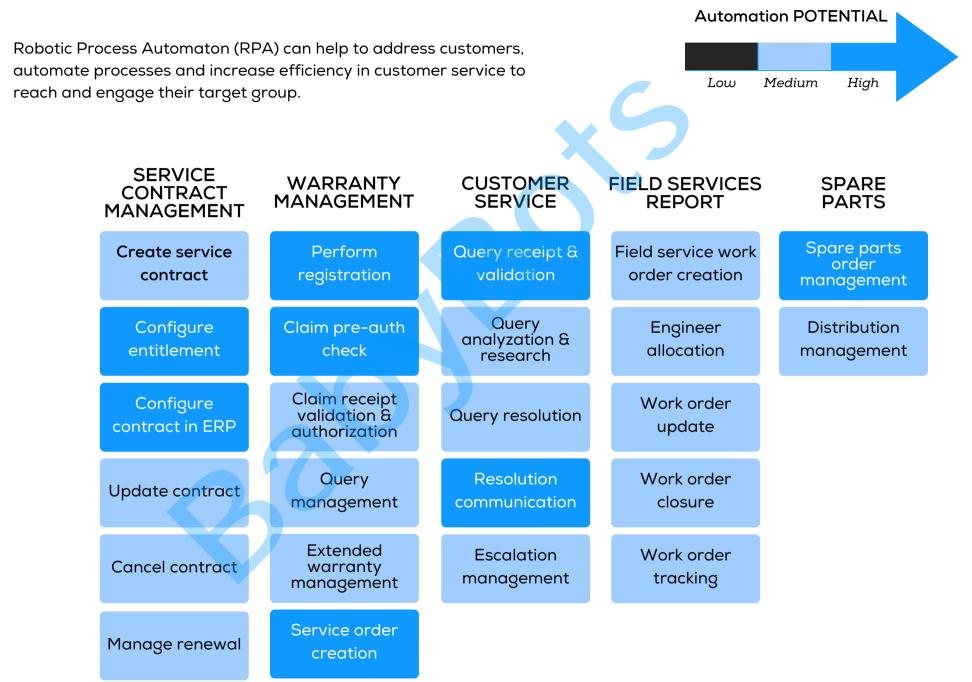


IT OPERATIONS | MANAGEMENT



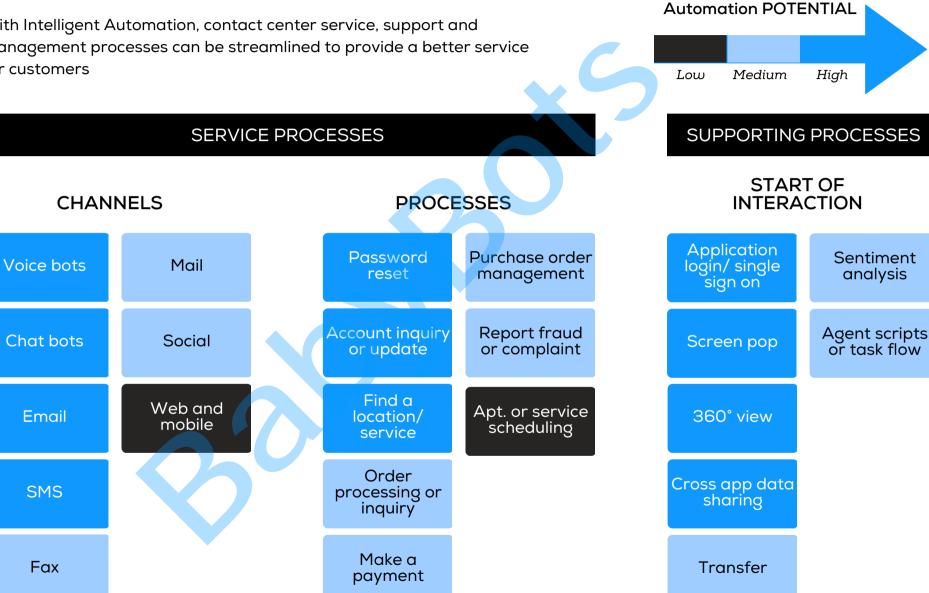
Deliver and support IT solutions and services

CUSTOMER SERVICE



CUSTOMER SERVICE CONTACT CENTER

With Intelligent Automation, contact center service, support and management processes can be streamlined to provide a better service for customers

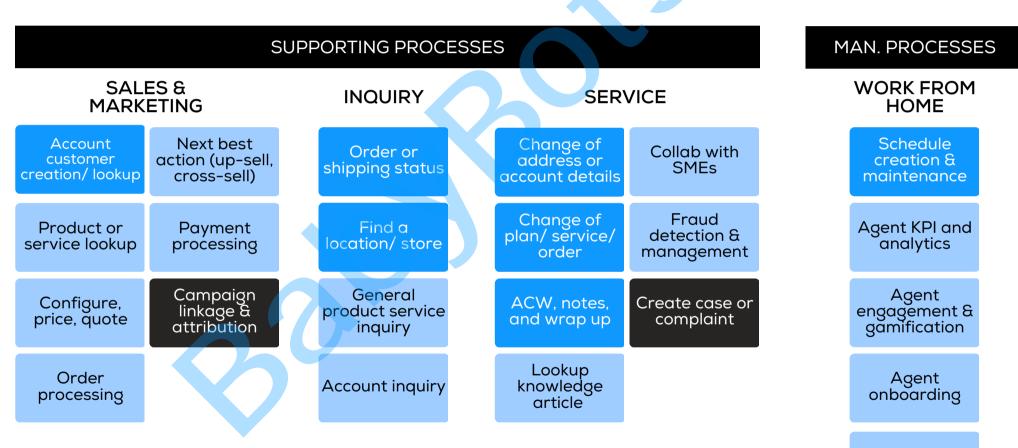


CUSTOMER SERVICE | CONTACT CENTER (continued)

With Intelligent Automation, contact center service, support and management processes can be streamlined to provide a better service for customers

Low Medium High

Automation POTENTIAL

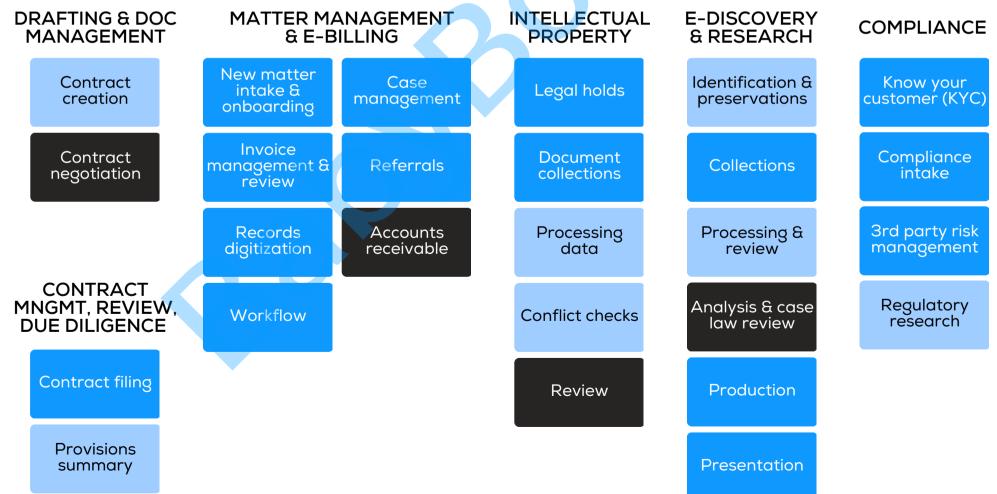


Agent offboarding

Call center KPI analytics

IN-HOUSE LEGAL DEPARTMENT

Sixty three per cent of in-house legal work is repetitive and characterized by paper-heavy processes. Therefore, it is a prime candidate for automation. Automation POTENTIAL



LEGAL GROUP FUNCTION | SERVICE

60% of legal industry leaders take the view that Robotic Process Automation (RPA) would help to improve the accuracy of legal work in the next few years.

CONTRACTING

LEGAL TEAM

CORPORATE

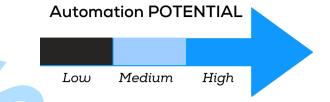
LEGAL TEAM

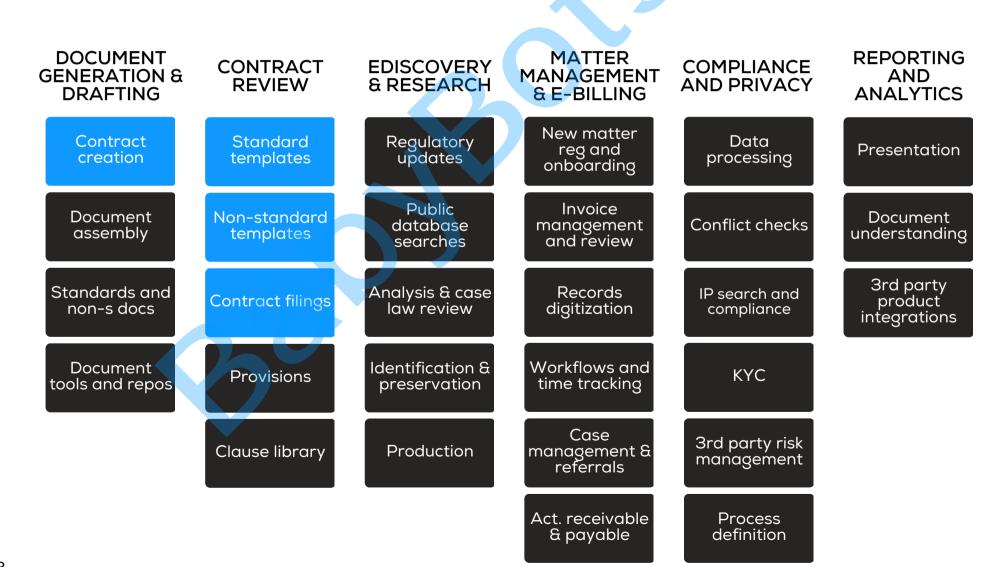
Automation POTENTIAL High Low Medium LEGAL COMPLIANCE PRIVACY **EMPLOYMENT OPERATIONS** TEAM TEAM TEAM TEAM 3rd party Regulatory solutions Export control **GDPR** solution product solution integrations



LEGAL GROUP FUNCTION | FUNCTION

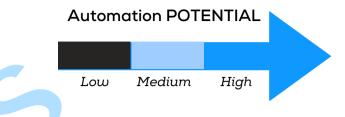
Due to the high number of manual, repetitive back-office tasks, an Intelligent Automation implementation can free up 40% of time for higher-value tasks.





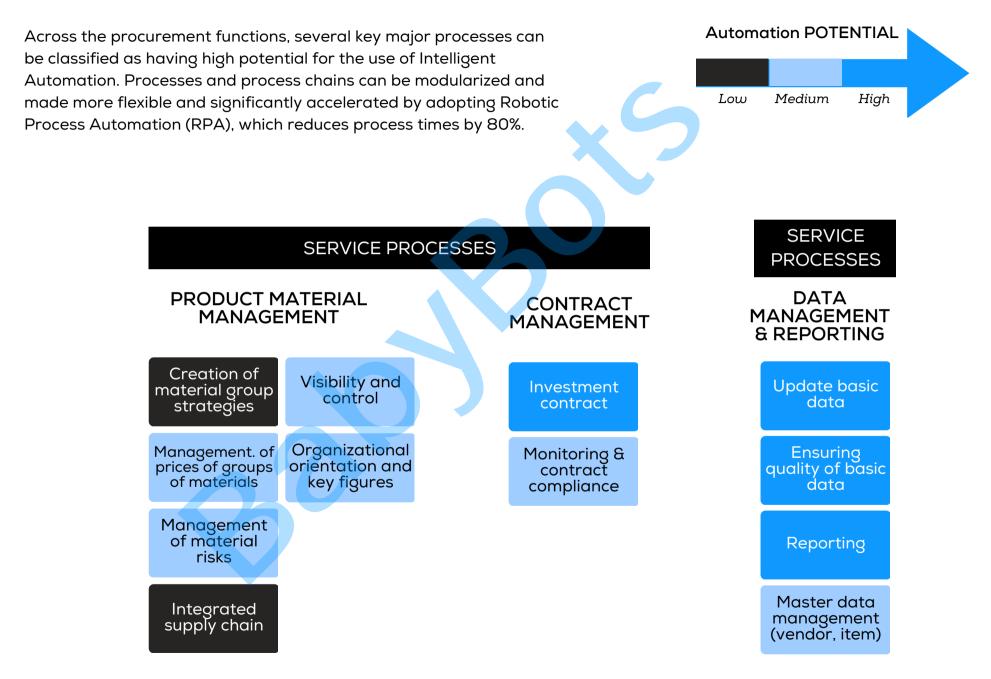
PROCUREMENT

Across the procurement functions, several key major processes can be classified as having high potential for the use of Intelligent Automation. Processes and process chains can be modularized and made more flexible and significantly accelerated by adopting Robotic Process Automation (RPA), which reduces process times by 80%.



MAN. PROCESSES		SERVICE PROCESSES							
PROCUREMENT STRATEGY		OPERATIONAL PROCUREMENT			SUPPLIER MANAGEMENT AND DEVELOPMENT				
Definition of procurement strategy by material group	Supplier market analysis	Definition of procurement strategy by material group	Contract negotiations		Segmentation of suppliers	Execution of supplier evaluations			
Execution of RFX/ auctions and bid optimization	Contract negotiations	Execution of RFX/ auctions and bid optimization	Finalizing KPIs & drafting contracts		Termination/ change of supplier	Change in retail pricing			
Finalizing KPIs & drafting contracts	Selection & activation of the supplier	Finalizing KPIs & drafting contracts	Spend analysis and potential assessment		Performance management	Claims quality & support management			
Spend analysis and potential assessment		Spend analysis and potential assessment			Monitoring continuous improvement				

PROCUREMENT (continued)





CONCLUSION

Regardless of industry or business unit, it is undeniable that Intelligent Automation and Robotic Process Automation are important tools. Companies can cut expenses while increasing workflow efficiency by using software robots to automate repetitive processes.

The combination of AI-powered automation technologies and services enables IT and business teams to smoothly discover how a process runs and determine what to automate.

This is based on insights from structured and unstructured data, prioritizing business process automation and continuously improving workflows that run centrally in networks.

Roles will continue to develop as the use of remote work grows. Lower-level workers will be reassigned to setting up and managing these automated systems. Managers will need to shift their attention to focus on the human aspects of work in order to keep workers motivated. As automated tasks increase, workers will need to adapt to their ever-changing work surroundings.

Companies that utilize Intelligent Automation solutions will gain a competitive advantage within their sectors and stay ahead of the times.



We're in the business of saving your most valuable asset-



